

Message Text

UNCLASSIFIED

PAGE 01 SEOUL 01167 180804Z

14

ACTION EA-09

INFO OCT-01 EB-07 ISO-00 /017 W
----- 129206

R 180633Z FEB 76
FM AMEMBASSY SEOUL
TO USDOC WASHDC
INFO SECSTATE WASHDC 5500
AMEMBASSY SINGAPORE
AMEMBASSY TOKYO
AMCONSUL HONG KONG

UNCLAS SEOUL 1167

E.O. 11652: N/A

TAGS: BEXP, ETRD, KS

SUBJECT: SPECIAL PRODUCT OPPORTUNITY: AUTOMATIC COMPUTER CONTROL
SYSTEM FOR ELECTRIC POWER SYSTEM

1. KOREA ELECTRIC COMPANY (KECO), THE GOVERNMENT-OWNED NATIONAL ELECTRIC UTILITY, PLANS TO PURCHASE AN AUTOMATIC CONTROL SYSTEM FOR ITS POWER NETWORK FINANCED BY SUPPLIER CREDIT. THE COMPUTER CONTROL SYSTEM IS FOR AUTOMATIC FREQUENCY CONTROL, ECONOMIC LOAD DISPATCHING CONTROL, SUPERVISORY CONTROL, TECHNICAL CALCULATION, AUTOMATIC LOGGING AND ALARMING AND OTHER STATISTICAL DATA PROCESSING FOR THE NATIONAL ELECTRIC POWER GRID BY TELEMETRY FROM THE CENTRAL DISPATCHING OFFICE (CDO) AT SEOUL. IT IS EXPECTED TO COST ABOUT DOLLARS THREE MILLION.

2. KECO HAS REQUESTED SIX FOREIGN EMBASSIES (U.S. U.K., JAPAN, WEST GERMANY, FRANCE AND AUSTRALIA) IN SEOUL TO PROVIDE THE FOLLOWING INFORMATION ON A QUOTE AUTOMATIC CONTROL SYSTEM FOR ELECTRIC POWER SYSTEM UNQUMTE:

- A. NAME OF MANUFACTURER
- B. ADDRESS
- C. CATALOG OR TECHNICAL DATA
- D. SUPPLY RECORDS BY YEAR
- E. OTHER INFORMATION

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 SEOUL 01167 180804Z

ACCORDING TO KANG YOUNG-GIL (WHO SPELLS HIS NAME KANG YEONG KHIL),

ASSISTANT CHIEF, OVERSEAS PURCHASING DIVISION, KECO, THE MAIN PURPOSE OF COLLECTING THIS INFORMATION BY KECO IS TO ESTABLISH A BASIS FOR PREQUALIFYING POTENTIAL BIDDERS FOR LIMITED COMPETITIVE TENDERS WHICH WOULD BE ISSUED SHORTLY AFTER SELECTION OF THE PREQUALIFIED BIDDERS.

3. KANG STATED KECO HAS REQUESTED BIDS TWICE IN THE PAST (1971 AND 1975) FOR THE CONTROL SYSTEM BUT HAS NEVER CONSUMMATED A PURCHASE DUE TO WHAT WERE CONSIDERED TECHNICAL DEFECTS OR UNREASONABLE TERMS OF CREDIT. ONLY U.S. BIDDERS PARTICIPATED IN 1971: GENERAL ELECTRIC, WESTINGHOUSE AND LEEDS AND NORTHRUP. IN 1975, WESTINGHOUSE AND LEEDS AND NORTHRUP ALONE PRESENTED BIDS. KANG INDICATED THAT TOSBAC (THSHIBA) OF JAPAN AND GENERAL ELECTRIC WERE NOMINATED AS A PREQUALIFIED BIDDERS IN 1975 BUT DID NOT BID. KANG UNDERSTOOD THAT TOSBAC WAS UNABLE TO ESTABLISH A CREDIT LINE AND GENERAL ELECTRIC TRANSFERRED ITS COMPUTER OPERATIONS TO HONEYWELL.

4. KECO IS PRESENTLY PREPARING TENDER DOCUMENTS WITH TECHNICAL SPECIFICATIONS WHICH WILL BE ESSENTIALLY SIMILAR TO THOSE USED IN 1975. KANG AND OTHER OFFICIALS INDICATED THAT KECO USED SPECIFICATIONS AND STANDARDS ADOPTED BY LEEDS AND NORTHRUP OR WESTINGHOUSE OR A COMBINATION THEREOF. KANG ALSO EXPRESSED BELIEF THAT A JAPANESE FIRM MAY BE ASKED TO PARTICIPATE BECAUSE OF NATURAL ADVANTAGE IN SHORTER DELIVERY DISTANCE. KANG HOWEVER EXPECTS THAT THE QUALITY OF U.S. PRODUCTS SHOULD OFFSET THIS JAPANESE ADVANTAGE.

5. INTERESTED U.S. FIRMS SHOULD CORRESPOND DIRECTLY WITH KECO, WITH AN INFO COPY TO AMEMBASSY SEOUL. THE IMPLEMENTING OFFICE IN KECO IS:

CHO, DONG-MAN, MANAGER
PURCHASING AND SUPPLY DEPARTMENT
KOREA ELECTRIC COMPANY
5, 2-KA, NAMDAEMOON-RO, CHUNG-KU
SEOUL, KOREA
CPO BOX: 740
CABLE: KELECCO SEOUL
TELEX: KELECCO K2487

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 SEOUL 01167 180804Z

6. COMMERCE MAY WISH TO ALERT WESTINGHOUSE, LEEDS AND NORTHRUP, AND HONEYWELL. DUE TO THE SHORT LEAD TIME, SPECIAL HANDLING IS SUGGESTED. KIM YOUNG-JOON, THE NEW PRESIDENT OF KECO, IS GIVING A HIGH PRIORITY TO THIS INSTALLATION.
SNEIDER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ELECTRIC POWER, COMPUTERS, BUSINESS FIRMS, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 18 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976SEOUL01167
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760060-0169
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760239/aaaabhrn.tel
Line Count: 112
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ullricre
Review Comment: n/a
Review Content Flags:
Review Date: 19 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 JUL 2004 by oatisao>; APPROVED <31 AUG 2004 by ullricre>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIAL PRODUCT OPPORTUNITY: AUTOMATIC COMPUTER CONTROL SYSTEM FOR ELECTRIC POWER SYSTEM
TAGS: BEXP, ETRD, KS, US, KECO
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006